

## Message Text

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PAGE 01 STATE 299493

65

ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 MC-02 /022 R

DRAFTED BY EB/OCA/CM/AWALLACE

APPROVED BY EB/CSB/JWBILLER

EUR/WE/REBARBOUR

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P 192316Z DEC 75

FM SECSTATE WASHDC

TO AMEMBASSY MADRID PRIORITY

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E.O. 11652: N.A.

TAGS: BEXP

SUBJECT: SPERRY UNIVAC COLLABORATION WITH NATIONAL  
INSTITUTE OF INDUSTRY (INI)

1. GEORGE GEICK, THE WASHINGTON REPRESENTATIVE OF SPERRY RAND CORPORATION, HAS INFORMED THE DEPARTMENT THAT THE COMPANY'S SPERRY UNIVAC DIVISION IS IN THE PROCESS OF NEGOTIATING AN AGREEMENT WITH INI, A GOS CORPORATION, TO ESTABLISH A FACILITY TO MANUFACTURE MEDIUM AND LARGE COMPUTERS IN SPAIN. SPERRY RAND WOULD PROVIDE THE TECHNOLOGY AND HOLD A 49 PERCENT EQUITY SHARE. ACCORDING TO GEICK, THE NEGOTIATIONS CANNOT PROCEED FURTHER UNTIL THE GOS COUNCIL OF MINISTERS APPROVES. SPERRY UNIVAC'S APPLICATION WAS FILED IN MARCH 1975 AND GEICK ASKED WHETHER THE EMBASSY COULD USE ITS GOOD OFFICES TO EXPEDITE APPROVAL OF THE APPLICATION. GEICK IS PARTICULARLY CONCERNED BECAUSE A JAPANESE FIRM WHICH IS ALSO INTERESTED IN ESTABLISHING A SIMILAR MANUFACTURING PLANT IN SPAIN HAS REPORTEDLY BEEN BRINGING STRONG PRESSURE THROUGH THE JAPANESE EMBASSY IN MADRID TO HAVE COUNCIL OF MINISTERS GIVE EXCLUSIVE APPROVAL TO THEM. HE SUGGESTED THAT THE EMBASSY CONTACT LUIS MEYER OF SPERRY UNIVAC (EDIFICIO SPERRY UNIVAC, AVENIDA DE LIMITED OFFICIAL USE

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PAGE 02 STATE 299493

LAS AMERICAS S/N TEL. 245-9200) FOR DETAILS AND DISCUSS

WITH HIM WAYS IN WHICH EMBASSY COULD BE HELPFUL.

2. PLEASE REPORT ON OUTCOME OF YOUR DISCUSSIONS WITH MEYER, WHICH SHOULD BE HELD EXPEDITIOUSLY BECAUSE COUNCIL REPORTEDLY MAY ACT WITHIN THE NEXT WEEK, INCLUDING AGREED COURSE OF ACTION. FYI AT LEAST ONE OTHER US FIRM, IBM, IS INTERESTED IN OBTAINING RIGHT TO MANUFACTURE MEDIUM AND LARGE COMPUTERS IN SPAIN. END FYI. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 DEC 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** ElyME  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975STATE299493  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** OCA/CM/AWALLACE  
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**Errors:** N/A  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
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**Review Comment:** n/a  
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**Review Date:** 19 JUN 2003  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SPERRY UNIVAC COLLABORATION WITH NATIONAL INSTITUTE OF INDUSTRY (INI)  
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